



April 2, 2013

Dear Colleague,

VNR is offering two excellent workshops in May and June, with a workshop on Risk Management for Volunteer Programs in development also for June (stay tuned). We invite you to join us for these educational events, as well as for the Sixth Annual MENDING Poverty Conference on health care reform, which will be held June 13 (more details shortly).

*** How to Talk with a Grantmaker** is a two-hour VNR workshop providing practical guidance about how nonprofits can best communicate with individual donors and foundation or corporate funders, both to introduce their work and to discuss possible funding support. The interactive workshop will feature David Factor of the Max Factor Family Foundation, Kirk Scott of the Magic Johnson Foundation, and Mercy Siordia of Kaiser Permanente. Each speaker will provide both good examples and “cautionary tales” about how they’ve been approached, and offer concrete tips for successful communications and relationship-building (often the key to winning support). David Factor also is Vice President of Consulting Services at Executive Service Corps of Southern California, which is a co-sponsor of this workshop. The free workshop will be held in Pacoima on Wednesday, May 15, 2013 from 4-6 pm, and refreshments will be provided.

*** Using the Lessons of Evaluation: Workshop for Jewish Nonprofits** will help nonprofits that serve the Jewish community in the San Fernando Valley learn (1) how to plan and structure evaluations so that results are more likely to be utilized, (2) how to work with funders to achieve that aim, and (3) how to develop and implement strategies for promoting utilization by Boards, staff, clients, etc. The free two-hour workshop is being convened jointly by Valley Nonprofit Resources and Jumpstart, which works with Jewish organizations both locally and nationally on the challenges of innovation and sustainability. The speakers will be VNR Executive Director Thomas E. Backer, PhD, a national expert on program evaluation who also is Jumpstart’s resident evaluator; Shawn Landres and Joshua Avedon, co-founders and co-directors of Jumpstart; and Joy Picus, community leader and former Los Angeles City Councilwoman. This special workshop will be held at Fountainview in Reseda, part of the Jewish Home. It will be held from 9:30-11:30 am on Tuesday, June 4, 2013, and a kosher continental breakfast will be served.

For more information and to register for either event, please contact VNR Project Coordinator Julaine Konselman at julainehiri@aol.com or 818/990-0176.

– **The VNR Team** Thomas E. Backer, PhD, Julaine Konselman, Kate Groves and Ashley Wright
www.valleynonprofitresources.org